

Message Text

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ACTION ARA-20

INFO OCT-01 ISO-00 SS-20 NSC-07 L-03 H-03 PA-04 PRS-01

USIA-15 CCO-00 CIAE-00 OTPE-00 EB-11 FCC-03 INR-10

NSAE-00 OC-06 RSC-01 DRC-01 /106 W

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P R 262110Z APR 74

FM AMEMBASSY PANAMA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 491

AMEMBASSY GUATEMALA

AMEMBASSY MANAGUA

AMEMBASSY MEXICO

AMEMBASSY SAN JOSE

AMEMBASSY SAN SALVADOR

AMEMBASSY TEGUCIGALPA

UNCLAS SECTION 1 OF 2 PANAMA 2413

EO 11652: N/A

TAGS: BEXP, PN

SUBJ: MARKET PROFILES - TELECOMMUNICATIONS EQUIPMENT

REFS: (A) USDOC 5199; (B) PANAMA 772; (C) PANAMA A-15

OF JANUARY 21, 1974; (D) PANAMA A-122 OF JUNE 8, 1973

1. REFS (C) AND (D) PROVIDE INFORMATION ON OPERATIONS OF PRIVATE COMPANIES WHICH FURNISH LONG DISTANCE TELEPHONE AND TELEGRAPH SERVICE BY SUBMARINE CABLE AND SATELLITE. GOVERNMENT HAS OPERATED TELEPHONE SERVICE TO PANAMA CITY AND COLON SINCE JUNE 1972 WHEN IT TOOK OVER PANAMA POWER AND LIGHT. REMAINING DOMESTIC TELEPHONE OPERATIONS, INCLUDING MICROWAVE NETWORK INTERCONNECTING WITH COMTELCA SERVING CENTRAL AMERICA, WERE TAKEN OVER BY GOVERNMENT OCTOBER 31, 1973, WHEN IT NATIONALIZED COMUNICACIONES, S.A. (COMSA). TELEGRAPH SERVICE WITHIN PANAMA IS HANDLED BY THE POSTAL SERVICE (DIRECCION GENERAL DE CORREOS Y TELECOMUNICACIONES). ON FEBRUARY 1, 1974, NEWLY-ESTABLISHED AUTONOMOUS GOVERNMENT AGENCY, NATIONAL

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TELECOMMUNICATIONS INSTITUTE (INTEL) ASSUMED OPERATION OF THE

TELEPHONE SYSTEM IN PANAMA CITY AND COLON AND THE MICROWAVE NETWORK IN THE INTERIOR (REF (B)). ALTHOUGH INTEL MANAGER LTCOL LUIS SEGURA DISCLAIMS INTENTION TO INCORPORATE INTERNATIONAL COMMUNICATIONS INTO INTEL IN NEAR FUTURE, LAW WHICH ESTABLISHED INTEL GIVES IT RESPONSIBILITY FOR SUCH SERVICE. THIS TENDS TO DISCOURAGE PRIVATE FIRMS FROM EXPANDING OR MODERNIZING EQUIPMENT.

2. FOR ABOUT TWO YEARS PRIOR TO NATIONALIZATION, PANAMA POWER AND LIGHT DID NOT EXPAND ITS SERVICE OF APPROXIMATELY 90,000 LINES. INTEL NOW IMPLEMENTING PROGRAM TO MODERNIZE AND DOUBLE CAPACITY BY 1978. MOST CENTRAL EXCHANGE EQUIPMENT IS ERICSSON (SWEDISH) WHICH HAS EDGE FOR NEW EQUIPMENT. HOWEVER, MOST AUXILIARY EQUIPMENT AND EXTENSIVE OUTSIDE PLANT FACILITIES, WITH ESTIMATED VALUE OF 4\$ MILLION, TO BE PROCURED BY OPEN BIDDING AND/OR DIRECT CONTACTS.

3. PRIOR TO ITS NATIONALIZATION COMSA HAD PREPARED FOUR-YEAR EXPANSION COUNTRY-WIDE MICROWAVE TELEPHONE NETWORK ESTIMATED TO COST \$6.7 MILLION, BUT PROJECT NOT UNDERTAKEN DUE ITS INABILITY TO OBTAIN FINANCING. INTEL DEVELOPING NEW EXPANSION PLAN, BUT DETAILS NOT YET AVAILABLE (SEE PARA 6). PRESENT EQUIPMENT INCLUDES AUTOMATIC EXCHANGES OF "STEP-BY-STEP" TYPE, (STROWGER) MANUFACTURED BY GENERAL TELEPHONE. MICROWAVE SYSTEM INCLUDES LENKURT TYPE RADIO AND LENKURT TYPE CARRIER.

4. A PLAN TO EXTEND TELEPHONE SERVICE TO THE SAN BLAS AREA ON THE ATLANTIC SIDE (PROBABLY VHF LINK) IS UNDER CONSIDERATION AT A COST OF ABOUT \$500,000. INTEL CONSIDERING PURCHASE OF FULLY AUTOMATIC PBX SWITCHING CAPABLE OF PROVIDING NATIONAL AND INTERNATIONAL TELEGRAPH-TELEX SERVICE WITH LOCAL BILLING. COST OF EQUIPMENT MAY EXCEED \$750,000. AUTOMATIC INTERNATIONAL TELEPHONE SWITCHING TO MATCH SYSTEMS NOW IN CENTRAL AMERICA PLANNED FOR 1976-77, BUT SUPPLIES WILL PROBABLY AGAIN BE ERICSSON. EXHIBITORS MAY WISH TO CONTACT FOLLOWING REGARDING TELECOMMUNICATIONS FACILITIES:

MR FRANK SANTOMENNO, MANAGER
INTERCONTINENTAL DE COMUNICACIONES POR SATELITES (INTERCOMSA)
S.A.

BOX 526, PANAMA 9A, R.P.

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LTCOL LUIS SEGURA A MANAGER
ING. GUILLERMO INCHAUSTI, ASSISTANT MANAGER FOR OPERATIONS
ING. RIGOBERTO RODRIGUEZ, CHIEF OF LONG DISTANCE DEPARTMENT
INSTITUTO NACIONAL DE COMUNICACIONES (INTEL)
BOX 659, PANAMA 1, R.P.

ING. ISMAEL GARCIA

TECHNICAL ADVISOR FOR RADIO LICENSING & FREQUENCY ALLOCATION
MINISTERIO DE GOBIERNO Y JUSTICIA
(MINISTRY OF GOVERNMENT & JUSTICE)
PO BOX 1732
PANAMA 1, RP

ING. JOSE GUANTY, CHIEF OF ENGINEERING DEPARTMENT
COMISION NACIONAL DE ENERGIA ELECTRICA, GAS Y TELEFONOS
(NATIONAL ELECTRICITY GAS AND TELEPHONE COMMISSION)
PO BOX 6980
PANAMA 5, RP

5. RADIO/TV BROADCAST FACILITIES IN PANAMA ARE RELATIVELY
ADVANCED AND ADEQUATE FOR COUNTRY OF ITS SIZE. MOST MAJOR RADIO
STATIONS IN COUNTRY MODERNIZED IN PAST FEW YEARS, SO ARE WELL-
EQUIPPED. SOME, HOWEVER, ARE SUFFICIENTLY INTERESTED IN NEW EQUIP-
MENT TO WARRANT FOLLOW-UP. NINETY FOUR STATIONS IN COUNTRY, BY
TYPE, AREA ARE: 28 AM/MW STATIONS PANAMA CITY 3 OF WHICH OPERATE
13 RELAY STATIONS IN INTERIOR, 15 FM AND 3 FM STEREO STATIONS;
24 AM, 6 FM STATIONS IN INTERIOR; US SOUTHERN COMMAND NEWS (SCN)
OPERATES RADIO STATION ON PACIFIC SIDE WITH REPEATER ON
ATLANTIC SIDE AND TV CHANNELS 8 AND 10, RESPECTIVELY, THESE
LOCATIONS; OF EIGHT TV CHANNELS ASSIGNED ONLY TWO (2 AND 4) USED
FOR GENERAL PUBLIC AUDIENCES. SCN CHANNELS SERVE LIMITED AREA,
AND REMAINDER ARE CAPTIVE OR SPECIAL PURPOSE. PRINCIPAL END-
USERS AND KNOWLEDGE- ABLE OFFICERS LISTED BELOW. ALL RELY HEAVILY
ON US-MADE EQUIPMENT.

A. TELEVISORA NACIONAL (CHANNEL 2) PO BOX 8371, PANAMA 5,
TEL 60-2222, FRANCISCO LEYTON. THIS AND FOLLOWING BROADCASTER,
BOTH OF WHICH TRANSMIT RADIO AND TV PROGRAMS, HAVE RE-EQUIPPE
D,
EXPANDED AND ADDED COLOR TV FACILITIES IN PAST SEVERAL YEARS.
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NEITHER EXPRESSED NEED FOR NEW EQUIPMENT, IN NEAR FUTURE,
ALTHOUGH CHANNEL 2 MAY IN NEXT FEW YEARS ACQUIRE STUDIO CAMERAS
TO REPLACE TWO SMALL SONY'S. COLOR FILM CHAIN IS NEW. MOST EQUIP-
MENT NORELCO, PHILLIPS. RADIO POWER 1 KILOWATT.

B. CORPORACION PANAMENA DE RADIOFUSION (CHANNEL 4) PO BOX
1795, PANAMA 1, TEL 25-0160, LLOYD O'MEALY. RADIO POWER
10,000 WATTS USING MAINLY COLLINS, CCA EQUIPMENT. TV POWER 200
KW (EFFECTIVE) USING 25 KW TRANSMITTERS (RCA, EMCEE). STUDIO
EQUIPMENT RCA, AMPEX (VIDEO TAPE RECORDERS), COMMERCIAL ELECTRO-
NICS (STUDIO CAMERAS), SONY (FILM CHAIN AND VIDEO CASSETTE
RECORDERS). REPEATERS IN INTERIOR, WHICH SIMULTANEOUSLY TRANSMIT
SAME PROGRAMS, ALL US MANUFACTURE. MOBILE UNITS LARGELY RCA
WITH AMPEX RECORDERS.

C. RADIO MIA, PO BOX 5117, PANAMA 5 TEL 25-6700, REMON PERIERA P. ON AM OPERATES 3 COLLINS 1 KW AND 2 GATES 10 KW STUDIO EQUIPMENT COLLINS, GATES, RUSSCO; TAPE EQUIPMENT GATES, AMPEX. ON FM, POWER 250 WATTS. MOBILE EQUIPMENT MARTI TI. NOW PROCURING SOME NEW EQUIPMENT. PLAN TO PROCURE IN NEAR FUTURE NEW EQUIPMENT FOR COLON AND BOQUETE STATIONS AND FM DIRCTIONAL MICROWAVE OR REPEATERS INITIALLY FOR CHORRERA, LAS TABLAS, COLON. SERVICE TO THESE LOCATIONS NOW RELAYED VIA LEASED TELECOM (INTEL) LINES.

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INFO OCT-01 ISO-00 SS-20 NSC-07 L-03 H-03 PA-04 PRS-01

USIA-15 CCO-00 CIAE-00 OTPE-00 EB-11 FCC-03 INR-10

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P R 262110Z APR 74

FM AMEMBASSY PANAMA

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 492

AMEMBASSY GUATEMALA

AMEMBASSY MANAGUA

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D. RADI IMPACTO, PO BOX 5223 PANAMA 5, TEL. 26-1385, ROBERTO QUIROS G. PRESENT EQUIPMENT A COMBINATION OF LOCALLY ASSEMBLED COMPONENTS AND SOME GATES, COLE AND SPARTA ITEMS; POWER 1 TO 5 KW. QUIROS IS SECRETARY OF BROADCASTERS ASSOCIATION AND EXPRESSED INTEREST IN BOTH EXHIBIT AND COOPERATION FOR POSSIBLE PARTICIPANT VISIT PANAMA.

E. RADIO LIBERTAD (GOVERNMENT OWNED). DANIEL CABALLERO, PO BOX 4950, PANAMA 5, TEL 64-5560 CABALLERO EXPRESSED STRONG DESIRE SEE EXHIBIT AND DISCUSS REQUIREMENTS FOR PLANNED

INCREASE OF BROADCAST FACILITIES. PRESENT EQUIPMENT LARGELY NEW AND US ORIGIN; CONSIDERING DOUBLING OF POWER FROM PRESENT 50,000 WATTS. CABELLERO PROMISED DETAILS OF PRESENT FACILITIES AND EXPANSION PLANS.

*. RADIO Y TELEVISOR EDUCATIVA, UNIVERSITY OF PANAMA, PANAMA CITY, GRISELDA LOPEZ, TEL 64-3044. OPERATES SMALL UNIVERSITY RADIO AND CLOSED-CIRCUIT TV. WANTS TO DISCUSS EQUIPMENT NEEDS, PRICES, WITH INDUSTRY REPS FOR PLANS AND BUDGET
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NOW UNDER PREPARATION FOR GOING ON AIR TO PUBLIC.

&. THERE IS SOME LOCAL INTEREST IN COMMON ANTENNA AND CABLE TELEVISION (CATV), BUT PRESENT TELEVISION STATION OWNERS OPPOSE CATV AS HARMFUL TO THEIR TV MARKET. NEVERTHELESS, CATV MAY BE OF FUTURE INTEREST TO US EQUIPMENT PRODUCERS. HIPODROMO PRESIDENTE REMON (RACE TRACK) BUYING ESTIMATED \$100,000 COLOR TV CAMERA EQUIPMENT.

6. MAJOR SHARE (90 PERCENT) OF PRIVATE COMMERCIAL RADIO COMMUNICATIONS, RADIO-TELEPHONE AND INTERCOMMUNICATIONS MARKET CLAIMED BY ELECTRONICA BALBOA WHICH IS MOTOROLA COLLINS, HEWLETT-PACKARD, RAYTHEON (PO BOX 4929, PANAMA 5, MESSRS. GERRY STRAUB OR GERALD DARE, 64-0011 OR 64-2700 MARKET RELATIVELY VARIED AND SIGNIFICANT IN VIEW PANAMA'S ROLE AS TRADE, FINANCIAL, TRANSPORT (AIR, LAND, SEA) CENTER AND PRESENCE CANAL AND US MILITARY IN CANAL ZONE. NEW FACILITIES PLANNED INCLUDE: A) IBE-HOP UHF-FM MULTIPLEX LINK PANAMA-CHEPO; B) RURAL TELEPHONE SYSTEM BASED ON FULLY-AUTOMATED RADIO/TELEPHONE EQUIPMENT; C) AUTOMATED CAR RADIO-TELEPHONE NETWORK PANAMA CITY, COLON, CHORRERA. TWO STATIONS COLON AND PANAMA CITY SERVICE OVER 500 POCKET PAGING UNITS. TWO WAY PAGING SERVICE AND SHIP-TO-SHORE FACILITY WITH TELEPHONE INTERFACE AND TRANSISTORIAN LINK PLANNED FOR SELECTED USERS. NEW TOCUMEN INTERNATIONAL AIRPORT WILL REQUIRE CONSIDERABLE EQUIPMENT (ILS, TV INTERCOMMUNICATIONS, ETC.) BUT SPECIFICS NOT YET DETERMINED.

OTHER DISTRIBUTORS ARE:

1. SONITEL
MR TORE KORCH GENERAL MANGER
PO BOX 4349
PANAMA 5, RP
PHONE 64-3600
(ERICSSON; HIPHON-JAPAN)

2. SISTELCOM, SA
MR EMERITO NUNEZ, GENERAL MANAGER

PO BOX 9014
PANAMA 6, RP
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PHONE: 64-0036

(E F JOHNSON, US ATE, CANADA)

3 DISTRIBUIDORES UNIDOS, S.A.
JOSE BETTOAK, PRESIDENT
PO BOX 1878
PANAMA 1, RP
(YAESU, ASAHI/PENTAX, BELL & HOWELL.
JORDEN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 26 APR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974PANAMA02413
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740100-0028
From: PANAMA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740411/aaaaajaz.tel
Line Count: 295
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 6
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Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: (A) USDOC 5199; (B) PANAMA 772; (C), PANAMA A-15
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 04 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <04 SEP 2002 by BryanSD>; APPROVED <31 DEC 2002 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
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Review Withdrawn Fields: n/a
Secure: OPEN
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Subject: MARKET PROFILES - TELECOMMUNICATIONS EQUIPMENT
TAGS: BEXP, PN
To: COM
Type: TE
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